

Subject: FW: Toronto Port Lands Company
From: "Beaumont, Walter" <wbeaumont@cra.lacity.org>
Date: 02/14/2011 02:49 PM
To: "duckworth.donald@gmail.com" <duckworth.donald@gmail.com>

Hi Don. See my comments below.

From: Donald Duckworth [<mailto:duckworth.donald@gmail.com>]
Sent: Wednesday, February 09, 2011 1:08 PM
To: Beaumont, Walter
Subject: Re: Toronto Port Lands Company

Good question Walter, and thank for asking. The truth is I'm not sure. There's lots of moving pieces.

I'm trying to tell LAX that the way to start getting some support from the community is to join them "out in the square." Put you HQ in town and use that to leverage local jobs. There is reluctance.

[Beaumont, Walter] I guess that they aren't that interested in having their HQ so accessible. However, if LAWA is talking up working with the local community actually locating their HQ in the community is tangible and should be studied. An excellent idea, Don.

Let me ask you to help me. Can you give me a list of "target private sector companies" that would benefit from an LAX location, provide Pacific Rim connections, and be a owner / user of 50,000 to 100,000 sq ft? Who should we be trying to recruit if not LAX HQ? **[Beaumont, Walter]** I would look to LAWA's current tenants and survey their needs. You may have a business that needs space. Would LAWA own and then lease? I would suggest a long term ground lease to allow the tenant to design/finance the asset. Has anyone conducted a preliminary site analysis? Lastly, what are LAWA's expected economic returns? All will dictate what should be considered.

Aero space? Hardware? Software? Import / export? Google? Green tech? Chinese what? I just don't know. **[Beaumont, Walter]** If no tenant steps up to the plate, contact LAEDC to see what industrial space needs they can identify for that region. They might be good partners to get the word out and validate what LAWA is proposing when the local yokels try to torpedo the project before it leaves the harbor.

I'd appreciate your insight. Thanks.

On Wed, Feb 9, 2011 at 12:26 PM, Beaumont, Walter <wbeaumont@cra.lacity.org> wrote:
Hi Don.

Thank you for sending me this. I sense you are experiencing some frustration. Are folks getting it? Or are they unwilling to lose control?

Walter.

From: Donald Duckworth [<mailto:duckworth.donald@gmail.com>]
Sent: Friday, February 04, 2011 9:29 PM
To: chad.molnar@lacity.org; Nate Kaplan; TRIFILETTI, LISA; dgcon@roadrunner.com; William H. Whitney; mikemolina@lawa.org
Subject: Toronto Port Lands Company

Please look at this website: <http://www.tplc.ca/>

Why wouldn't something like this work for LAX / LAWA? Particularly, please see the "corporate governance / documents" section: "Agenda for Prosperity" and "Blueprint for Prosperity."

If Los Angeles and LAX fails to measure up to its potential will it be because we were not up to the task?